

Tank Connection

E-Newsletter
Second Quarter 2012

Second Quarter 2012



President's Review

(Bill Neighbors, President & CEO)

What a year! We are only at the end of the 2nd quarter and we already know that 2012 will finish as a "record setting" year.

Expressed in few words, the demand for Tank Connection storage systems remains unprecedented in the dry bulk and liquid storage industry. Obviously, our equation to design and build the best storage products and services has culminated together in our recognized performance. Simply put . . . we are running off and leaving the competition in the dust in product quality, innovation and industry leadership. In fact, we think we can prove with absolute certainty that we offer the best storage products in the industry on a global basis. If you are new to our global readership and have not yet experienced the TC difference, then we would like to invite you to "Get Connected" with the industry leader in storage containment products, services and solutions. Our clients are the best in the industry and they expect the best from us on every project.

Junk Competitor Offerings Continue to Increase

Under product review, our clients routinely acknowledge that "so called" competitors offer lighter and cheap quality storage products compared to TC products and services. The simple facts are that the other brand companies can't compete with TC with an equitable quality offering. To date, we have never witnessed such a high level of "junk offerings" in the storage industry. From 2 year old "glass coated" tanks that are failing in the field to storage tanks that are loaded with stiffeners from top to bottom, the offering of low quality storage products has never been so pronounced in the industry. The service life on some of these products can only be described as pathetic. It most certainly is a "buyers beware" market.



Big & Beautiful - From the ground up . . . and it's all Tank Connection!

The name of the game this year for Tank Connection . . . Continuous Expansion!

It would be easier to acknowledge what hasn't been expanded at TC in 2012. Some highlights include:

- *Two large mobile cranes for SIT expansion.*
- *Special chiller installed for a "top secret" project.*
- *Foundations installed at BOSS for SIT expansion.*
- *Parking lot expansion, which has already been filled... followed by a second expanded parking area, which is also now full.*
- *Office expansion... we went vertical. There is now a second floor office level at TC.*
- *Field construction services expansion*
- *Employee expansion - a new record level*
- *Another new manufacturing facility is currently on the horizon! (We saved the best for last.)*

LIQ Fusion 7000 FBE™ & EXT Fusion 5000 FBE™ are available through one company only ... TANK CONNECTION!

Although other tank suppliers have attached the word "fusion" to their powder coatings to copy TC, what they offer are powder epoxy coatings that range from poor to marginal performance. LIQ Fusion 7000 FBE™ is a high-tech, proprietary powder coating system, that is exclusively offered by TC only. Formulated by Akzo Nobel, the largest powder coat supplier in the World, Tank Connection maintains the only powder coating line "certified" to apply this coating system to bolted steel panels utilized for liquid storage. What we offer is the BEST coating system & process (over 21 step process) in the industry. It is the #1 performance coating system available for liquid storage worldwide.

Companies that provide powder epoxy coatings for liquid immersion service without a blasted surface profile are providing an inferior coating process. Performance powder coatings designed for liquid immersion storage MUST have an SP10 (near white) surface blast profile incorporated into their coating process. The profile is necessary for several reasons, the most important being surface bonding. Any of the other phosphate rinse processes (without a blast profile) are cheap coating processes, which are adequate for their original intended use (i.e., ornamental lawn furniture, etc.), but are inferior for long-term liquid immersion service. Anyone that would counter this fact is uninformed and should be exposed to a little known quote of a famous American writer.

"Never argue with stupid people. They will bring you down to their level then beat you with experience."

- Mark Twain



ISO 9001:2008



Secondary containment utilizing LIQ Fusion 7000 FBE™



Dry bulk storage utilizing EXT Fusion 5000 FBE™ & SDP™



Although we offer both bolted steel floors (coated with LIQ Fusion 7000 FBE™) and concrete floors, significant savings can be realized when a bolted steel floor design is utilized.

The Global Leader in Storage Containment!



Have you noticed the other “brand x” companies trying to copy TC’s marketing promotion of an affiliate network? It is somewhat amusing, but you also have to ask the question, do they have any original ideas?

Marketing only opens the door for client review of a vendor’s products and services. TC’s success is based on performance in providing the BEST Storage Tanks, the BEST Design Services, the BEST Construction Services, the BEST Integrated Storage Systems and the BEST Customer Service. Unless you can deliver TC performance for the client, then you are nothing more than a cheap imitation.

Currently, Tank Connection projects are under construction worldwide. We are not the largest steel tank company in the global market, but our company growth rate is 2-3 times all other global tank companies because we offer the best products and services. We simply lead the storage industry.

One project currently under construction in Aruba is a good example. The project is an integrated storage system for ship unloading of cement and truck loadout. It is big and is on the ocean dockside. Several premier companies were reviewed worldwide for this project. TC was selected as being the BEST. Again, we lead the industry because we deliver.

Glass Coatings Continue Their Progressive Decline.

Perhaps we should just say “cheap & cheap.” At TC, we run circles around the performance of glass tanks. Again, don’t take our word for it without facts. How about another quote from GalGlass, a European glass tank supplier, that also offers an epoxy powder coating system.

“It is as independent as some of the comments posted on the previous thread which were only positive about glass coated. As I said we would happily sell both but we are just educating the market on available options and what the customers should be aware of. Epoxy tanks are as good as glass... which was not the case when Malgar were in the business. I could post hundreds of photos of glass tanks less than 10 years old with holes all over them. I don’t because there will be a reason. The fact remains, and it is provable, that glass slurry stores are the lowest grade enamel available where as epoxy isn’t, hence the higher test standards for epoxy...”



All the spot blemishes you see are defects on these glass coated panels, which are less than 2 years old. The involved application is the storage of animal waste.



This is called spalling and again these glass coated tanks are less than 2 years old. Really?

Meet the Tank Connection Dry Bulk Division!



From left to right: Paul Martin, Matt Horton, Jeff Schibi, Brent Robertson, Sharon Banning and Marty Millis

Meet the Tank Connection Welded Shop Day Shift!



Building the BEST in Shop-Welded Tank Construction!

Tank Connection Attends Grand Opening

(Bransie Qualls, Liquid Sales Manager)

In July, quasar energy group (quasar) celebrated the Grand Opening of an anaerobic digestion renewable energy system in Collinwood, Ohio. Quasar is a Cleveland, Ohio based waste-to-energy company that designs, builds, owns, and operates anaerobic digestion renewable energy systems. Quasar systems improve the environment by processing waste to produce clean, renewable energy. Quasar has selected Tank Connection as their tank vendor of choice due to TC's expertise in storage solutions. TC was pleased to attend the Collinwood Open House and be part of another successful quasar project.



Quality Newsletter - from the desk of Matt Hamilton

Pursuit of Excellence

As we move into this Quarter of 2012, we are seeing the “fruit” of our multiplied efforts. To date, this has been a very fast paced year. Many things throughout our organization have been moving at a record pace. The growth that has kept us working hard will also provide a bright future. Along with continuous change, there are many new faces added to our roster, as TC grows to over 260 employees. As a group, Tank Connection has achieved many of our goals, but it is important not to stop short of excellence. We all know that good enough can be the enemy of being the best. If we want to continue our success, we can't allow the process and pressures of our work to make us dull. Management at all levels needs to listen to

ideas submitted from personnel. Sometimes that will mean putting effort into training in order to stay on target, and other times it will mean delegating tasks to others that will allow us to focus on our primary objectives. Many great improvements have been put into place this year. In a setting of continuous improvement, one change leads to another and work becomes an exciting environment. In today's fast paced business climate, we have to develop even better quality and value for every function in our organization to produce the best products and services. The dynamics are in place for this organization to continually improve for our clients. It is up to each one of us to deliver on our promise and commitment:

“Tank Connection personnel are committed to the relentless pursuit of continuous improvement in all of our business operations to fulfill the needs of our customers.”

Enjoy the Journey!



Need a Summer COOL DOWN?

How about a recent picture of tank installations from the other side of the world.

Location: New Zealand

Tank Connection - Laidig Project

Described as "Big & Big", Laidig delivers unmatched performance with difficult to flow materials. Laidig . . . A Global Solution!



Laidig
www.Laidig.com

Laidig
TANK CONNECTION
AFFILIATE GROUP



PIONEERING RECLAIM SOLUTIONS FOR 50 YEARS

14535 Dragoon Trail Mishawaka, Indiana 46544 (574) 256-0204

Planes, Trains, and Automobiles... we're coming to your town!

(John Haight, International Sales Manager)

With all the developments here at TC and energy in the marketplace, it's hard to believe more than half of the year is already behind us. Extensive travel and trade show attendances have kept our team busy, to say the least. We've made the exhibition rounds from Dubai to Johannesburg, Mumbai, Mexico City, Munich, Dallas, Sydney, Singapore, and Sao Paulo. Our efforts have been well rewarded with sales spanning the continents and increased interest expressed everywhere we stop. The preference for our proprietary LIQ Fusion 7000 FBE™ coating is evidenced by the demands of savvy customers who understand the added advantages of epoxy over the archaic glass coatings of yesteryear.

In a world focused on clean and green energy, the requirement for advanced coatings suited to the demands of wastewater, biogas, and specifically anaerobic digester applications is raising the bar for tank performance. Stored liquids with compositions that produce corrosive gases exceeding the practical limits of conventional coatings are addressed with hybrid tank models utilizing stainless steel materials in the vapor zone for extended service life. Couple this with our unique external roof support system for the ultimate offering in biogas/digester containment.

We still have a few stops left to make before the year winds down; we're looking forward to seeing old friends, and meeting newcomers as well. Our next stop on the "international tour" will keep us closer to home this time, as we visit WEFTEC in New Orleans from Oct 1-3. Come visit with us to learn more about the innovative solutions and continual development underway at Tank Connection. We hope to see you there!



Meet our friends at Tasman!



Meet our friends at OTEK!

Want To Be Featured In Our Newsletter? or Would You Like to Include One of Our Articles in Your Newsletter?

Send us your pictures and stories and we will include them in our next newsletter. This newsletter is designed for all TCAG Employees, TCAG Reps, TCAG Dealers, House Accounts, TCAG Clients and Specifying Engineers. It is our intent to keep you informed on the latest happenings at TC. Our people are motivated and our storage products are at the forefront of the industry. We are excited to lead the storage industry and we are excited when you provide us with information that depicts our tanks interfaced with your system. It is our intent to provide exposure for your companies. Our newsletter has a global readership and as you already know our web network is unmatched.

So...send us your information. This newsletter is released quarterly. The next release is scheduled for early October.

Alternatively, as many have already requested, we will gladly allow you to reprint the information contained in each issue of the newsletter. Just ask and I will provide a document for your use!

Kenton Jarman
kenton@tankconnection.com

Meet the Tank Connection Liquid Division!



From left to right: Tyler Mercado, Bransie Qualls, Marcie Bonham, Kim Jennings - Eckert, Chasnie Vinson and David Mann

As always... our best to the BEST!



Tank Connection Affiliate Group
PH: 620-423-3010 FAX: 620-423-3999
www.tankconnection.com

